

Message Text

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PAGE 01 JIDDA 04968 280759Z

13

ACTION NEA-09

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FM AMEMBASSY JIDDA

TO USDOC

INFO SECSTATE WASHDC 8399

UNCLAS JIDDA 4968

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: GOVERNMENT TENDER: MEDICAL FACILITIES

REF: A. JIDDA 3963; B. JIDDA 4254; C. STATE 179150

1. REF A WAS A PRIVATE REPEAT PRIVATE TRADE OPPORTUNITY RESULTING FROM AL-GOSAIBI'S INTEREST IN FINDING FOREIGN PARTNER/PRINCIPAL TO ENABLE THEM TO COMPETE FOR MINISTRY OF HEALTH PROJECTS AS THEY DEVELOP. MINISTRY HAS NOT ISSUED TENDERS AND THEREFORE WOULD NOT BE ENTERTAINING APPROACHES BY SUCH FIRMS AS AID AT PRESENT TIME (ALTHOUGH EARLY SUBMISSION OF QUALIFICATIONS DATA CERTAINLY IS OF USE WHEN TENDERING TIME COMES, AS MINISTRIES FREQUENTLY RESTRICT INVITATIONS TO BID TO SMALL LIST OF PRE-SELECTED FIRMS).

2. IT WOULD APPEAR THAT AL-GOSAIBI'S PERCEPTIONS (REF A) OF MINISTRY PLANS SIMPLY REPRESENT DIFFERENT INTERPRETATION OF SAME BASIC PLAN REPORTED BY REF B-- POSSIBLY WITH GARBLES DUE TO LANGUAGE BARRIER. THEIR USE, FOR EXAMPLE, OF TERM "PREFABRICATED" WOULD SEEM TO REFER ACTUALLY TO STANDARDIZED DESIGN CONCEPT RATHER THAN CONSTRUCTION TECHNIQUES.

3. IT IS NOT CLEAR HOW COMPREHENSIVE WALLACE EVANS DESIGNS WILL BE, BUT IT DOES NOT APPEAR THAT THERE WILL BE ROOM LEFT FOR MORE THAN RESIDUAL ARCHITECTURAL SERVICES.

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4. WHILE WE APPRECIATE DESIRE OF U.S. FIRMS TO AVOID
UNNECESSARY INVOLVEMENT WITH LOCAL FIRMS AS MIDDLEMEN
IN POSSIBLE MINISTERIAL CONTACTS, WE NOTE THAT SUCH
FIRMS ARE FREQUENTLY ABLE TO OBTAIN EARLIER AND MORE
DETAILED INFORMATION THAN THE EMBASSY DUE TO "SPECIAL
RELATIONSHIPS" WHICH THEY MAY MAINTAIN.

5. SUGGEST INTERESTED FIRMS ALSO CONTACT MINISTRY
CONSULTANT MENTIONED IN PARA 2 REF B FOR ADDITIONAL
INFORMATION.
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